



# News Release

## WEST VIRGINIA DISTRICT

Release Date: March 10, 2015

Release Number: 15-19PR

Contact: Nikki Bowmar (304) 623-7445 | [nikki.bowmar@sba.gov](mailto:nikki.bowmar@sba.gov)

Follow us on [Twitter](#), [Facebook](#) & [Blogs](#)

## **SBA participates in annual DYNET Conference** *Special Regulatory Fairness Round Table Planned*

**FAIRMONT, WEST VIRGINIA** — The U.S. Small Business Administration participates in the sixth annual Dynamic Networking for Small Business (DYNET) Conference Thursday, April 2, at the Robert H. Mollohan Research Center in Fairmont. The free day-long event begins at 8:30 a.m. and a special Regulatory Fairness Roundtable with Brian Castro, the National Ombudsman for Small Business concludes the event from 3:00 - 4:30 p.m.

SBA Regional Administrator, Natalia Olson-Urtecho joins the West Virginia and Pittsburgh district offices for the networking and training event. Attendees are invited to stop by SBA's information tables or attend workshops to help businesses start, grow, and succeed in the federal government contracting arena. SBA training sessions include:

- **Federal Solicitations – Untangled: 10:00 a.m.** What separates the successful contractor from the unsuccessful? Get the details whether this is your first time or you're an old hand. This workshop provides a practical exercise in reviewing a solicitation to help you understand what's important and what's not. **Presented by: Dave Berkey, Regional Contracting Assistance Agency (RCAC) and Melissa Loder, SBA**
- **Show me the Money: Financing Your Business Options: 1:30 p.m.** Understand the various ways to finance your business. Tim James, First Microloan of WV Loan Officer presents criteria lenders use to determine credit worthiness. Rick Haney, SBA Lender Relations Specialist, discusses the SBA loan guarantee program to include borrower's qualifications, funding sources, small business guaranteed loan programs, the lender's point of view, and how to handle setbacks. **Presented by: Tim James, First Microloan of WV & Rick Haney, SBA**
- **Your Strategic Toolbox Update: Teaming, Joint Ventures, Subcontracting & Mentor-Protégé Agreements in Today's Changing Procurement Environment: 1:30 p.m.** A fast-moving discussion of the risks of affiliation, time and other critical areas in crafting your agreements to include real-world examples addressed in recent SBA Office of Hearings and Appeals (OHA) and Court cases. The workshop also discusses recent regulatory developments, including SBA's ongoing size standards changes, limitations on subcontracting, SBA's new "Safe Harbor" rule, the new authorization of WOSB sole source set-asides, the new universal mentor-protégé program, and important changes to the current joint venture and affiliation rules. **Presented by: Hopewell Darnielle, III, Jackson Kelly PLLC and Melissa Loder, SBA.**

"The Federal Government is the world's largest buyer of goods and services, with purchases totaling more than \$529 billion per year," states Karen Friel, SBA's West Virginia district director. "I recommend all small businesses looking to do government contracting attend this free conference and learn how to do business with the federal government."

The DYNET Conference is hosted by the I-79 Development Council. In addition to the SBA, participating organizations include the U.S. Army Corps of Engineers Pittsburgh District.

There is no charge to attend the conference however registration is limited. Visit [www.dynetworking.com](http://www.dynetworking.com) today to secure your spot.

###

*The mission of the SBA is to aid, counsel, assist and promote the interests of small businesses by providing financial, procurement and business development assistance and advocating on their behalf within the government. All SBA programs are extended to the public on a non-discriminatory basis.*